

Tata Motors sales continue growth trend in July 2015

Key Highlights:

- Passenger cars grew by 27%, led by sales of Bolt, Zest and GenXNano
- M&HCVs and Exports continued to grow by 21% and 16% respectively in July 2015

Mumbai, August 01, 2015: Tata Motors continued to witness strong year-on-year growth in certain key segments in July 2015, with passenger cars (excluding UV's), M&HCV and Exports, growing by 27%, 21% and 16%, respectively, with the total sale of Tata Motors passenger and commercial vehicles (including exports) at 40,154 vehicles in July 2015, growing by 1% over 39,629 vehicles sold in July 2014. The domestic sale of Tata commercial and passenger vehicles for July 2015 were at 35,076 nos., a decline of 1% over 35,266 vehicles sold in July 2014.

Cumulative sales (including exports) for the fiscal at 1,56,664 nos., are higher by 5% over 1,49,633 vehicles, sold last year.

Passenger Vehicles

In July 2015, Tata Motors passenger vehicles recorded a year-on-year growth of 13%, with sales of 10,389 nos., compared to 9,167 nos.

The growth trend was driven by the cars segment, specifically the new launches of Zest, Bolt and the new GenX Nano. The sale of the passenger cars in July 2015 were higher by 27% at 8,520 nos., compared to 6,703 nos., in July 2014. UV sales declined by 24% at 1,869 nos., in July 2015.

Cumulative sales of all passenger vehicles in the domestic market for the fiscal are 42,038 nos., higher by 25% over last year.

Commercial Vehicles

In commercial vehicles, M&HCV sales continued to grow at 11,808 nos., higher by 21%, over July 2014. The Light & Small Commercial Vehicle sales however continued to reflect industry decline and were at 12,879 nos., a decline of 21% over July 2014. These impacted the overall

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commercial vehicles sales for Tata Motors in the domestic market, that were at 24,687 nos. in July 2015, a decline of 5% over July 2014.

Cumulative sales of commercial vehicles in the domestic market for the fiscal was 96,038 nos., lower by 5% over last year. Cumulative LCV sales was 51,813 nos., a decline of 19% over last year, while M&HCV sales at 44,225 nos., were higher by 19%, over last year.

Exports

The company's sales from exports were 5,078 nos., in July 2015, higher by 16% compared to 4,363 vehicles in July 2014. The cumulative sales from exports for the fiscal at 18,588 nos., were higher by 27%, over 14,590 nos., sold last year.

About Tata Motors

Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR 2,62,796 crores (USD 42.04 billion) in 2014-15. Through subsidiaries and associate companies, Tata Motors has operations in the UK, South Korea, Thailand, South Africa and Indonesia. Among them is Jaguar Land Rover, the business comprising the two iconic British brands. It also has an industrial joint venture with Fiat in India. With over 8 million Tata vehicles plying in India, Tata Motors is the country's market leader in commercial vehicles and among the top in passenger vehicles. Tata cars, buses and trucks are being marketed in several countries in Europe, Africa, the Middle East, South Asia, South East Asia, South America, Australia, CIS and Russia.

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